AP720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL		AUGUST 1990	AUGUST 1989	JUL-AUG 1989/90	JUL-AUG 1988/89
AL	Alabama	4,017	1,977	5,424	8,394
AK	Alaska	867	0	928	0
AZ	Arizona	194	230	489	610
AR	Arkansas	5,439	2,140	6,150	2,811
CA	California	5,425	4,104	9,982	6,613
CO	Colorado	398	397	751	544
CT	Connecticut	70	124	110	140
DE	Delaware	3,899	919	4,350	1,084
FL	Florida	6,974	8,778	16,911	20,452
GA	Georgia	9,962	10,049	13,043	11,246
HI	Hawaii	297	104	464	3,326
ID	Idaho	1,968	1,349	2,793	2,136
IL	Illinois	130,920	114,251	161,939	150,127
IN	Indiana	60,791	40,601	66,198	61,158
IA	Iowa	110,593	80,798	133,568	131,058
KS	Kansas	5,318	4,286	6,979	6,752
KY	Kentucky	17,734	9,754	21,369	13,371
LA	Louisiana	720	2,328	14,605	2,347
ME	Maine	36	44	168	105
MD	Maryland	742	327	4,137	727
MA	Massachusetts	324	553	413	688
MI	Michigan	17,541	15,157	23,006	23,346
MN	Minnesota	53,315	51,664	73,577	62,271
MS	Mississippi	1,366	118	1,766	298
MO	Missouri	39,400	36,307	46,204	49,854
MT	Montana	1,315	1,129	2,140	1,716
NE	Nebraska	1,804	1,997	2,390	2,498
NV	Nevada	0	0	0	0
NH	New Hampshire	16	0	76	156
NJ	New Jersey	530	356	637	666
NM	New Mexico	165	155	478	344
NY	New York	4,575	2,121	6,848	4,572
NC	North Carolina	2,017	3,115	5,238	6,319
ND	North Dakota	2,595	2,215	3,168	2,575
OH	Ohio	42,393	33,928	63,296	40,287
OK	Oklahoma	2,470	2,191	3,672	3,543
OR	Oregon	2,483	2,008	4,125	3,009
PA	Pennsylvania	4,680	2,912	7,457	5,445
RI	Rhode Island	59	0	200	60
SC	South Carolina	7,629	7,652	8,119	8,477
SD	South Dakota	1,336	991	1,562	1,149
TN	Tennessee	10,400	1,195	12,582	2,000
TX	Texas	13,210	8,286	19,339	13,375
UT	Utah	113	585	195	1,901
VT	Vermont	642	535	1,397	1,001
VA	Virginia	8,685	981	9,066	1,637
WA	Washington	2,312	3,122	5,250	4,884
WV	West Virginia	230	61	230	61
WI	Wisconsin	22,254	21,277	36,802	33,203
WY	Wyoming	224	194	386	214
	TOTAL U.S.:	610,447	483,365	809,977	698,550
CANADA					
AB	Alberta	929	2,082	1,171	2,334
BC	Brit. Columbia	738	56	925	172
MB	Manitoba	591	1,380	758	1,561
NB	New Brunswick	469	169	647	231
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	302	169	322	213
ON	Ontario	3,229	2,599	31,820	3,961
PE	Pr.Edward Isle	41	24	108	33
PQ	Quebec	1,806	(44)	7,634	3,203
SK	Saskatchewan	276	451	417	542
	TOTAL CAN:	8,381	6,886	43,802	12,250
EXPORT SALES:		404,050	225,709	740,097	632,739
TOTAL AG SALES		1,022,878	715,960	1,593,876	1,343,539
Non-Ag	U.S.	42,705	36,650	81,947	70,738
	Canada	1,454	1,690	2,599	2,663
	Exports	27,562	15,473	31,264	19,821
TOTAL NON-AG SALES		71,721	53,813	115,810	93,222
GRAND TOTAL		**1,094,599**	**769,773**	**1,709,686**	**1,436,761**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K_2O)

AUGUST 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	29	306	3,373	61	248	4,017
AK Alaska	0	0	0	867	0	867
AZ Arizona	72	14	46	0	62	194
AR Arkansas	75	31	4,951	374	8	5,439
CA California	1,527	869	1,161	75	1,793	5,425
CO Colorado	171	0	187	(1)	41	398
CT Connecticut	0	0	70	0	0	70
DE Delaware	0	3,593	119	187	0	3,899
FL Florida	2,458	474	198	1,174	2,670	6,974
GA Georgia	1,231	608	6,417	998	708	9,962
HI Hawaii	0	129	0	0	168	297
ID Idaho	73	465	1,266	93	71	1,968
IL Illinois	2,788	109,425	8,653	9,807	247	130,920
IN Indiana	2,466	40,674	11,462	6,156	33	60,791
IA Iowa	86	82,280	17,056	11,154	17	110,593
KS Kansas	173	653	3,686	744	62	5,318
KY Kentucky	0	17,701	0	15	18	17,734
LA Louisiana	0	60	655	0	5	720
ME Maine	0	0	36	0	0	36
MD Maryland	0	0	679	62	1	742
MA Massachusetts	0	62	200	62	0	324
MI Michigan	0	12,499	4,852	130	60	17,541
MN Minnesota	144	23,632	28,121	1,326	92	53,315
MS Mississippi	0	0	469	886	11	1,366
MO Missouri	512	4,054	30,867	3,859	108	39,400
MT Montana	0	115	1,184	16	0	1,315
NE Nebraska	191	361	773	327	152	1,804
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	16	0	0	16
NJ New Jersey	0	185	255	85	5	530
NM New Mexico	124	0	30	0	11	165
NY New York	0	700	3,597	234	44	4,575
NC North Carolina	61	917	183	74	782	2,017
ND North Dakota	0	646	1,769	180	0	2,595
OH Ohio	1,043	28,853	9,569	2,185	743	42,393
OK Oklahoma	179	281	1,785	142	83	2,470
OR Oregon	59	1,118	1,083	193	30	2,483
PA Pennsylvania	427	187	3,228	426	412	4,680
RI Rhode Island	0	0	59	0	0	59
SC South Carolina	122	0	7,353	0	154	7,629
SD South Dakota	0	847	441	48	0	1,336
TN Tennessee	1,092	8,130	1,172	0	6	10,400
TX Texas	1,444	2,977	7,269	831	689	13,210
UT Utah	26	0	74	0	13	113
VT Vermont	0	0	631	0	11	642
VA Virginia	122	309	7,620	448	186	8,685
WA Washington	37	668	1,009	528	70	2,312
WV West Virginia	0	120	110	0	0	230
WI Wisconsin	183	17,903	2,397	1,684	87	22,254
WY Wyoming	56	148	20	0	0	224
TOTAL U.S.:	16,971	361,994	176,151	45,430	9,901	610,447
CANADA						
AB Alberta	0	0	906	23	0	929
BC Brit. Columbia	0	262	470	0	6	738
MB Manitoba	0	145	396	50	0	591
NB New Brunswick	0	373	96	0	0	469
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	281	21	0	0	302
ON Ontario	0	323	2,436	14	456	3,229
PE Pr.Edward Isle	0	0	24	0	17	41
PQ Quebec	0	78	1,696	0	32	1,806
SK Saskatchewan	0	0	276	0	0	276
TOTAL CAN:	0	1,462	6,321	87	511	8,381
*EXPORT SALES:	262,042	44,406	77,395	3,369	16,838	404,050
TOTAL AG SALES	279,013	407,862	259,867	48,886	27,250	1,022,878
NON-AG U.S.	30,226	-	-	12,001	478	42,705
Canada	1,268	-	-	166	20	1,454
*Exports	934	-	-	26,581	47	27,562
TOTAL NON-AG SALES	32,428	-	-	38,748	545	71,721
GRAND TOTAL	**311,441**	**407,862**	**259,867**	**87,634**	**27,795**	**1,094,599**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K_2O)

AUGUST 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	1,987	0	0	1,987
Australia	3,052	0	0	0	31	3,083
Belgium	0	0	18,511	0	0	18,511
Brazil	24,995	33,790	38,693	0	0	97,478
Chile	0	0	0	367	400	767
China	94,662	0	0	0	0	94,662
Colombia	2,078	1,919	0	0	0	3,997
Costa Rica	1,885	0	1,623	0	168	3,676
Dom. Republic	0	0	3,792	0	0	3,792
Ecuador	2,645	0	0	0	0	2,645
Guatemala	0	0	0	0	1,698	1,698
Honduras	1,902	0	0	0	0	1,902
India	188	0	0	0	0	188
Indonesia	31,022	0	0	0	0	31,022
Italy	0	0	0	0	7,099	7,099
Japan	15,307	0	1,979	3,002	5,961	26,249
Korea	26,818	0	0	0	0	26,818
Malaysia	4,632	0	0	0	0	4,632
Martinique	0	0	2,973	0	0	2,973
Mexico	15,558	0	0	0	1,382	16,940
New Zealand	0	8,697	0	0	70	8,767
Pakistan	2,350	0	0	0	0	2,350
South Africa	373	0	7,837	0	0	8,210
Taiwan	8,808	0	0	0	29	8,837
Thailand	3,693	0	0	0	0	3,693
Uruquay	1,999	0	0	0	0	1,999
Venezuela	13,787	0	0	0	0	13,787
OTHER COUNTRIES	6,288	0	0	0	0	6,288
TOTAL AG:	262,042	44,406	77,395	3,369	16,838	404,050
NON-AGRICULTURAL						
Australia	0	-	-	0	9	9
Japan	50	-	-	9,196	38	9,284
Korea	126	-	-	8,421	0	8,547
Mexico	658	-	-	0	0	658
Taiwan	100	-	-	4,107	0	4,207
United Kingdom	0	-	-	4,857	0	4,857
TOTAL NON-AG:	934	-	-	26,581	47	27,562
TOTAL EXPORTS	**262,976**	**44,406**	**77,395**	**29,950**	**16,885**	**431,612**

NOTE: Other Countries = 6,288 tons standard ag to the Ivory Coast.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

AUGUST 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	0	306	1,440	61	1,807
AK Alaska	0	0	0	867	867
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	249	249
CA California	0	0	0	13	13
CO Colorado	0	0	0	(1)	(1)
CT Connecticut	0	0	70	0	70
DE Delaware	0	3,593	119	187	3,899
FL Florida	1,897	474	198	1,174	3,743
GA Georgia	1,217	608	6,417	998	9,240
HI Hawaii	0	0	0	0	0
ID Idaho	0	465	799	93	1,357
IL Illinois	708	106,056	6,459	9,807	123,030
IN Indiana	1,999	39,264	8,206	6,156	55,625
IA Iowa	0	79,996	6,893	11,138	98,027
KS Kansas	0	0	0	0	0
KY Kentucky	0	17,701	0	15	17,716
LA Louisiana	0	0	0	0	0
ME Maine	0	0	36	0	36
MD Maryland	0	0	679	62	741
MA Massachusetts	0	62	200	62	324
MI Michigan	0	12,499	3,827	130	16,456
MN Minnesota	144	23,520	28,121	1,326	53,111
MS Mississippi	0	0	0	886	886
MO Missouri	0	2,651	8,108	3,218	13,977
MT Montana	0	115	1,184	16	1,315
NE Nebraska	0	361	296	231	888
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	16	0	16
NJ New Jersey	0	185	255	85	525
NM New Mexico	0	0	0	0	0
NY New York	0	700	3,597	234	4,531
NC North Carolina	61	917	183	74	1,235
ND North Dakota	0	646	1,769	180	2,595
OH Ohio	1,043	28,853	8,443	2,185	40,524
OK Oklahoma	0	0	46	0	46
OR Oregon	0	1,057	1,025	193	2,275
PA Pennsylvania	427	187	3,228	426	4,268
RI Rhode Island	0	0	59	0	59
SC South Carolina	122	0	7,353	0	7,475
SD South Dakota	0	847	441	48	1,336
TN Tennessee	121	8,130	300	0	8,551
TX Texas	0	0	0	0	0
UT Utah	0	0	74	0	74
VT Vermont	0	0	631	0	631
VA Virginia	122	309	7,620	448	8,499
WA Washington	17	668	1,009	528	2,222
WV West Virginia	0	120	110	0	230
WI Wisconsin	183	17,903	2,397	1,684	22,167
WY Wyoming	0	148	20	0	168
TOTAL U.S.:	8,061	348,341	111,628	42,773	510,803
CANADA					
AB Alberta	0	0	906	23	929
BC Brit. Columbia	0	262	470	0	732
MB Manitoba	0	145	396	50	591
NB New Brunswick	0	373	96	0	469
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	281	21	0	302
ON Ontario	0	323	2,436	14	2,773
PE Pr.Edward Isle	0	0	24	0	24
PQ Quebec	0	78	1,696	0	1,774
SK Saskatchewan	0	0	276	0	276
TOTAL CAN:	0	1,462	6,321	87	7,870
*EXPORT SALES:	227,918	34,127	62,567	3,002	327,614
TOTAL AG SALES	235,979	383,930	180,516	45,862	846,287
NON-AG U.S.	17,904	-	-	11,959	29,863
Canada	1,268	-	-	166	1,434
*Exports	276	-	-	26,581	26,857
TOTAL NON-AG SALES	19,448	-	-	38,706	58,154
GRAND TOTAL	**255,427**	**383,930**	**180,516**	**84,568**	**904,441**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

AUGUST 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	3,052	0	0	0	3,052
Belgium	0	0	18,511	0	18,511
Brazil	17,698	23,511	31,267	0	72,476
China	94,662	0	0	0	94,662
Colombia	2,078	1,919	0	0	3,997
India	188	0	0	0	188
Indonesia	31,022	0	0	0	31,022
Japan	15,307	0	1,979	3,002	20,288
Korea	23,167	0	0	0	23,167
Malaysia	4,632	0	0	0	4,632
Martinique	0	0	2,973	0	2,973
Mexico	14,600	0	0	0	14,600
New Zealand	0	8,697	0	0	8,697
Pakistan	2,350	0	0	0	2,350
South Africa	373	0	7,837	0	8,210
Taiwan	8,808	0	0	0	8,808
Thailand	3,693	0	0	0	3,693
OTHER COUNTRIES	6,288	0	0	0	6,288
TOTAL AG:	227,918	34,127	62,567	3,002	327,614
NON-AGRICULTURAL					
Japan	50	-	-	9,196	9,246
Korea	126	-	-	8,421	8,547
Taiwan	100	-	-	4,107	4,207
United Kingdom	0	-	-	4,857	4,857
TOTAL NON-AG:	276	-	-	26,581	26,857
TOTAL EXPORTS	**228,194**	**34,127**	**62,567**	**29,583**	**354,471**

NOTE: Other Countries = 6,288 tons standard ag to the Ivory Coast.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K_2O)

AUGUST 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	29	0	1,933	0	248	2,210
AK Alaska	0	0	0	0	0	0
AZ Arizona	72	14	46	0	62	194
AR Arkansas	75	31	4,951	125	8	5,190
CA California	1,527	869	1,161	62	1,793	5,412
CO Colorado	171	0	187	0	41	399
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	0	0	0	0	0
FL Florida	561	0	0	0	2,670	3,231
GA Georgia	14	0	0	0	708	722
HI Hawaii	0	129	0	0	168	297
ID Idaho	73	0	467	0	71	611
IL Illinois	2,080	3,369	2,194	0	247	7,890
IN Indiana	467	1,410	3,256	0	33	5,166
IA Iowa	86	2,284	10,163	16	17	12,566
KS Kansas	173	653	3,686	744	62	5,318
KY Kentucky	0	0	0	0	18	18
LA Louisiana	0	60	655	0	5	720
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	1	1
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	1,025	0	60	1,085
MN Minnesota	0	112	0	0	92	204
MS Mississippi	0	0	469	0	11	480
MO Missouri	512	1,403	22,759	641	108	25,423
MT Montana	0	0	0	0	0	0
NE Nebraska	191	0	477	96	152	916
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	5	5
NM New Mexico	124	0	30	0	11	165
NY New York	0	0	0	0	44	44
NC North Carolina	0	0	0	0	782	782
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	1,126	0	743	1,869
OK Oklahoma	179	281	1,739	142	83	2,424
OR Oregon	59	61	58	0	30	208
PA Pennsylvania	0	0	0	0	412	412
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	154	154
SD South Dakota	0	0	0	0	0	0
TN Tennessee	971	0	872	0	6	1,849
TX Texas	1,444	2,977	7,269	831	689	13,210
UT Utah	26	0	0	0	13	39
VT Vermont	0	0	0	0	11	11
VA Virginia	0	0	0	0	186	186
WA Washington	20	0	0	0	70	90
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	87	87
WY Wyoming	56	0	0	0	0	56
TOTAL U.S.:	8,910	13,653	64,523	2,657	9,901	99,644
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	6	6
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	456	456
PE Pr.Edward Isle	0	0	0	0	17	17
PQ Quebec	0	0	0	0	32	32
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	511	511
*EXPORT SALES:	34,124	10,279	14,828	367	16,838	76,436
TOTAL AG SALES	43,034	23,932	79,351	3,024	27,250	176,591
NON-AG U.S.	12,322	-	-	42	478	12,842
Canada	0	-	-	0	20	20
*Exports	658	-	-	0	47	705
TOTAL NON-AG SALES	12,980	-	-	42	545	13,567
GRAND TOTAL	**56,014**	**23,932**	**79,351**	**3,066**	**27,795**	**190,158**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K_2O)

AUGUST 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	1,987	0	0	1,987
Australia	0	0	0	0	31	31
Brazil	7,297	10,279	7,426	0	0	25,002
Chile	0	0	0	367	400	767
Costa Rica	1,885	0	1,623	0	168	3,676
Dom. Republic	0	0	3,792	0	0	3,792
Ecuador	2,645	0	0	0	0	2,645
Guatemala	0	0	0	0	1,698	1,698
Honduras	1,902	0	0	0	0	1,902
Italy	0	0	0	0	7,099	7,099
Japan	0	0	0	0	5,961	5,961
Korea	3,651	0	0	0	0	3,651
Mexico	958	0	0	0	1,382	2,340
New Zealand	0	0	0	0	70	70
Taiwan	0	0	0	0	29	29
Uruquay	1,999	0	0	0	0	1,999
Venezuela	13,787	0	0	0	0	13,787
TOTAL AG:	34,124	10,279	14,828	367	16,838	76,436
NON-AGRICULTURAL						
Australia	0	-	-	0	9	9
Japan	0	-	-	0	38	38
Mexico	658	-	-	0	0	658
TOTAL NON-AG:	658	-	-	0	47	705
TOTAL EXPORTS	**34,782**	**10,279**	**14,828**	**367**	**16,885**	**77,141**